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NEWS

COGEP continues its growth in the Canadian mining sector

20/6/2011 -

Québec City, Canada - June 20th 2011 – With a record number of sales for the last 12 months, it is evident that COGEP's marketing strategy has been an unequivocal success. Concluding ten (10) contracts recently for the implementation of Guide Ti, the company's maintenance and procurement management software solution, COGEP is clearly the maintenance software leader for the Canadian mining sector.



Gold mines prove to be a “gold mine” for COGEP

Signing Detour Gold, a company holding the 4th largest gold deposits in North America, Hammond Reef, an OSISKO mining project in Thunder Bay, Ontario, and Richmond Mines with its Francoeur, Beaufor and Camflo mines, has enabled COGEP to pursue its growth strategy in the gold mining sector. In fact, the majority of mining sector investments in Quebec—53%—are in gold mines. Actually, it is in this area that COGEP won its most recent large contract in Quebec with OSISKO's open-pit mine at Malartic. The largest open-pit mine in Canada recently started commercial production.

From Canada to West Africa

In addition, COGEP recently added to its portfolio of clients Canadian Royalties / Nunavik Nickel Mine, Quinsam Coal Mine, in British Columbia, and two new gold mines in West Africa belonging to the Canadian mining company SEMAFO.

“No other Canadian maintenance management software company has as many clients as we have,”



explained Michel Fournier, president and CEO at COGEP. The Canadian company, a major player in the industrial sector as well, recently signed Rothmans, Benson & Hedges, in addition to manufacturing customers like Saputo, Abbotsford Plant, Columbia Forest (Quebec and Ontario) and London Press (Ontario).

COGEP's success has brought the company credibility in many sectors: “Our clients are our best ambassadors. We have an extremely high customer satisfaction rate that is the direct result of increases in productivity

observed wherever Guide Ti is used,” said Michel Fournier.

New opportunities Most large mining companies use management software such as SAP, JD Edwards and

Oracle. These solutions offer maintenance modules but none of them are as powerful or as flexible as software designed for that specific purpose. Seizing the opportunity, COGEP designed Guide Ti such that it integrates completely and easily into systems already in place. "There are opportunities now to increase our market share with regard to large mining corporations around the world," remarked the president of COGEP.

Promising sector for investing

The mining sector is a particularly active one in Canada. Given the current metal prices, the economic conditions are optimal for investments in the mining sector. This is the case particularly in Quebec where the Institut de la statistique du Québec announced on March 1st of this year that investments might reach a new high in 2011. Total investments could amount to 2.9 billion dollars this year, an increase of 17% over the 2.5 billion dollars invested in 2010 (which in turn amounted to a 22% increase over 2009).

High stakes

In spite of the current enthusiasm for natural resources, the mining industry faces a number of operational challenges resulting from the remoteness of sites. Though the industry employs more than 35,000 workers in Quebec, the scarcity of skilled workers represents a significant challenge too. With a software solution such as Guide Ti that compiles a historical record of machinery maintenance, knowledge transfer is greatly improved.

Efficient exploitation of a mine always involves extracting more products with less equipment and doing this rapidly. Reductions in delivery times and transportation costs with regard to parts procurement and inventory are central to a mine that is efficient and profitable. Production stoppages lead to higher mineral extraction costs. By relying on superior preventive maintenance management, procurement process management and parts inventory management, Canadian mines ensure that they remain competitive.

About COGEP

COGEP is a privately held company and its head office has been located in Québec City for more than 20 years. In November 2006, COGEP was awarded the prestigious Canadian Microsoft Impact Award in addition to having obtained the Microsoft GOLD Partner certification since 2007. Highly qualified in computer-assisted maintenance management, the company specializes in strategic asset management for public and private organizations. Its world-class solution, Guide Ti TM, assists organizations in the planning and organization of activities, and in gaining control over inventories, procurement and the maintenance of strategic assets such as production equipment, vehicles, real estate assets, facilities, biomedical equipment and the computer population.

For additional information, consult the COGEP web site and read the newsletters dealing with Guide Ti technological improvements and applications: www.cogep.com

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